

Earnings Results Briefing for the  
**First Quarter, FY2024**  
**And Corporate Profile**

February 14, 2024    Securities Code: 3939

**KANAMIC NETWORK**











# 1. Earnings



**KANAMIC NETWORK**

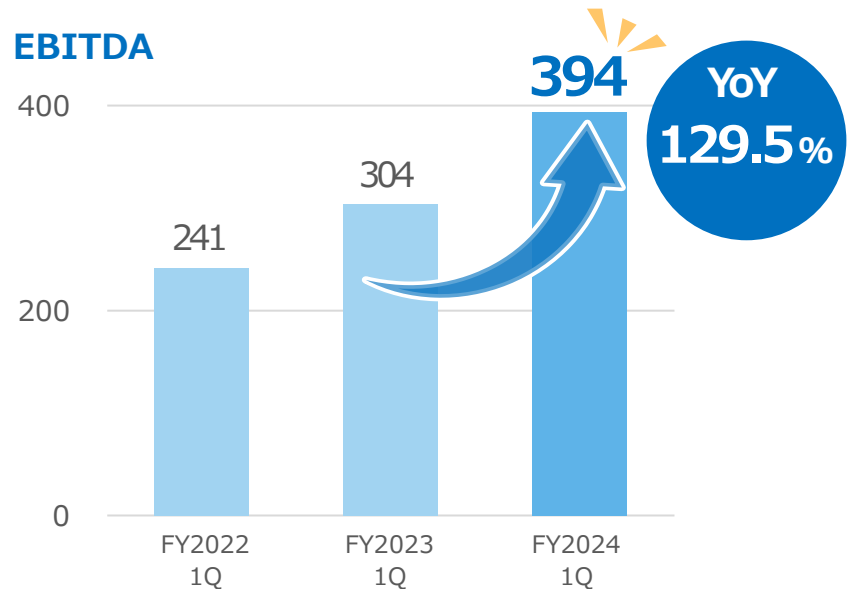
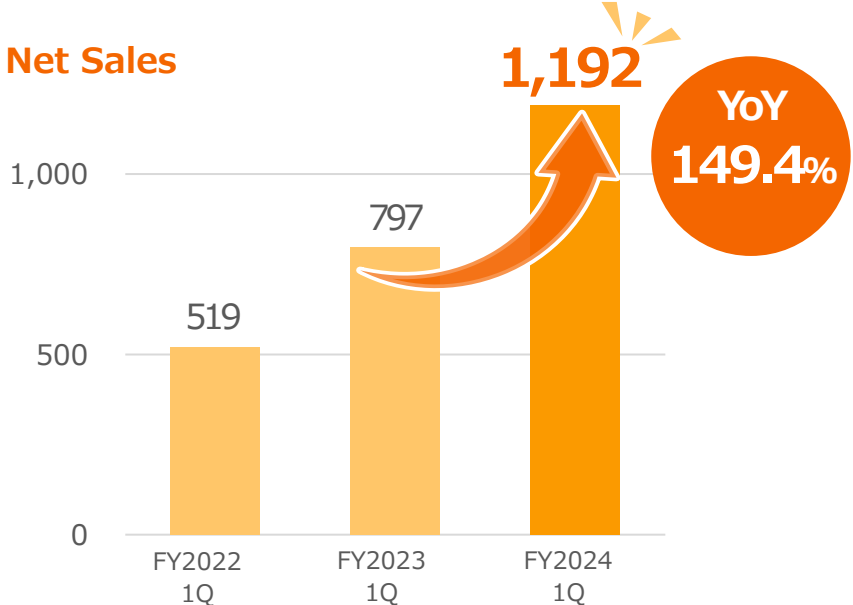
# 1-1. Our Business Component (3 main Business)

Our three main businesses are solution services for social issues in Japan.

 <p><b>Business Field</b></p>	<p><b>1</b></p> <p><b>For Super-aging society</b> (declining birthrate and aging population)</p>	<p><b>2</b></p> <p><b>For Extending Healthy Lifespan</b> (The 100-year life)</p>	<p><b>3</b></p> <p><b>For Startups</b> (Creation of new business)</p>
<p><b>Our Group</b></p> 	 KANAMIC NETWORK  KANAMIC NETWORK 康纳美克(大连)科技有限公司		
<p><b>Services</b></p> 	<ul style="list-style-type: none"> <li>community-based integrated caresystems DX</li> <li>care DX</li> <li>child rearing DX</li> </ul>	<ul style="list-style-type: none"> <li>gym (Designated exercise therapy facility)</li> <li>bodycare</li> <li>health making App</li> </ul>	<ul style="list-style-type: none"> <li>OEM/ODM services for original websystem</li> <li>OEM/ODM services for embedded Ruby system (software and hardware)</li> </ul>
<p><b>Clientele</b></p> 	<p><b>toG</b> <b>toB</b></p> <ul style="list-style-type: none"> <li>municipality</li> <li>medical association</li> <li>medical corporation</li> <li>care provider</li> </ul>	<p><b>toC</b></p> <ul style="list-style-type: none"> <li>individual</li> </ul>	<p><b>toB</b></p> <ul style="list-style-type: none"> <li>enterprise company</li> <li>unicorn company</li> <li>startups</li> </ul>

# 1-2. FY2024, 1Q Consolidated Results

Significant year-on-year increase in sales and profit as in the previous year



	FY2022,1Q	FY2023,1Q	FY2024,1Q		Difference
	Result	Result	Result	Composition Ratio (%)	YoY (%)
Net Sales	519	797	1,192	100.0	149.4
EBITDA	241	304	394	33.1	129.5
Operating Profit	203	234	307	25.8	131.3
Ordinary Profit	203	237	308	25.8	129.6
Profit	139	165	207	17.4	125.6
Profit per Share	2.95	3.49	<b>4.38</b>		

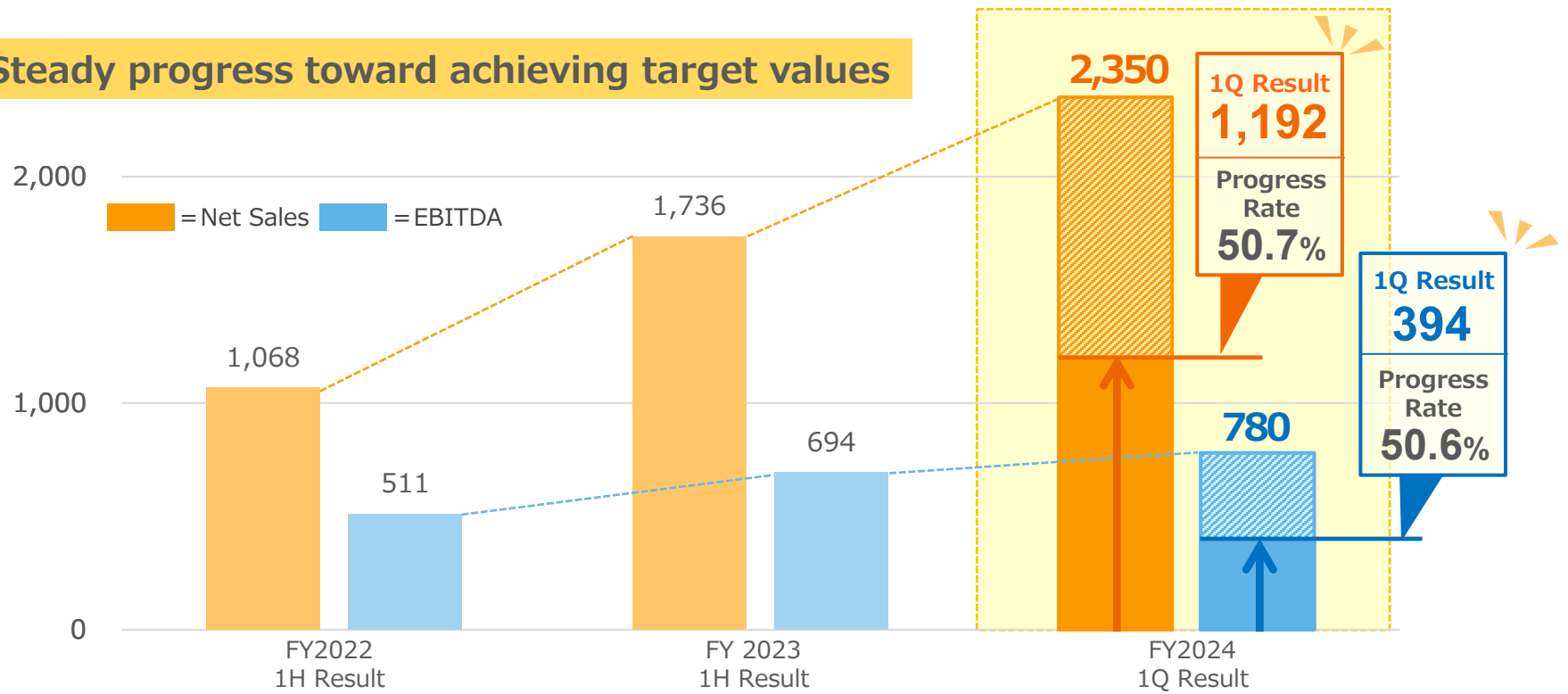
(Unit : 1 million JPY)

\*EBITDA is operating profit plus amortization (depreciation and amortization of goodwill).



# 1-3. FY2024, 1Q Progress

**Steady progress toward achieving target values**



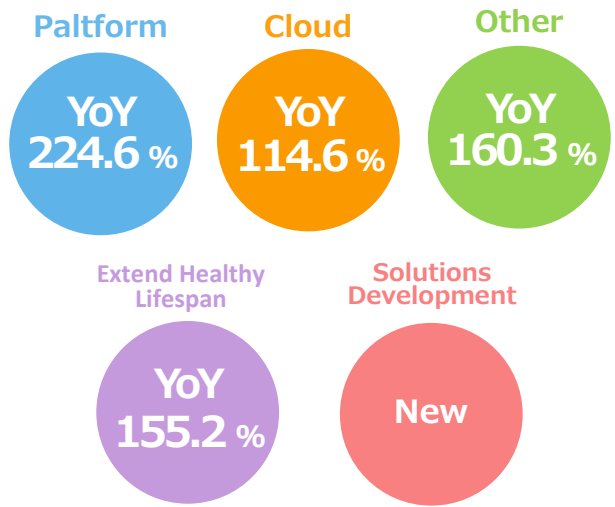
	FY2022 1H	FY2023 1H	FY2024	
			1H (forecast)	1Q Result
Net Sales	1,068	1,736	2,350	1,192
EBITDA	511	694	780	394
Operating Profit	435	559	600	307
Ordinary Profit	435	565	600	308
Profit	299	405	420	207

\*EBITDA is operating profit plus amortization (depreciation and amortization of goodwill).

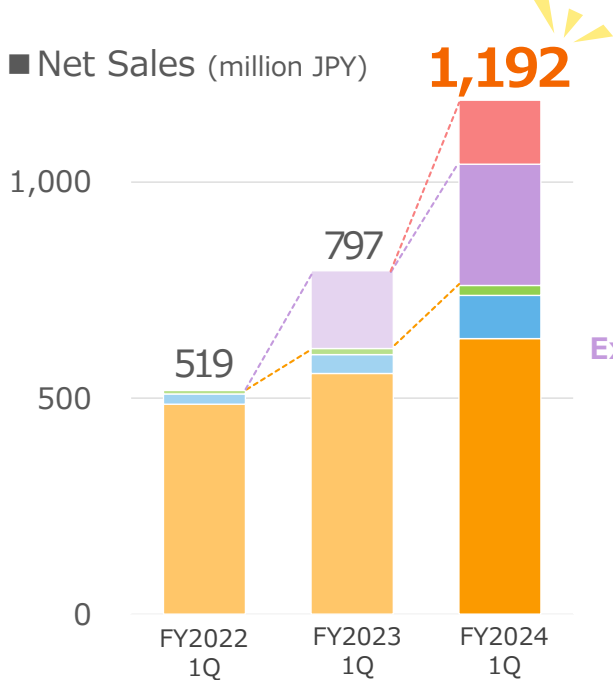
(Unit : 1 million JPY)

# 1-4. FY2024, 1Q Consolidated Results (by service)

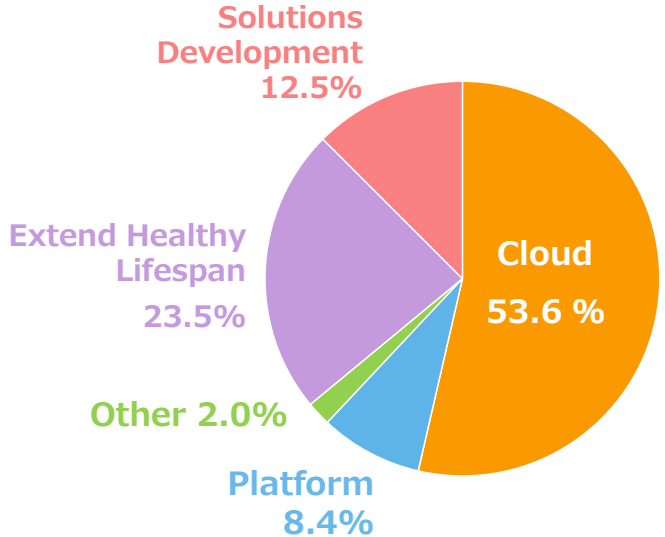
■ Net Sales (YoY,%)



■ Net Sales (million JPY)



■ Composition ratio (Net Sales)

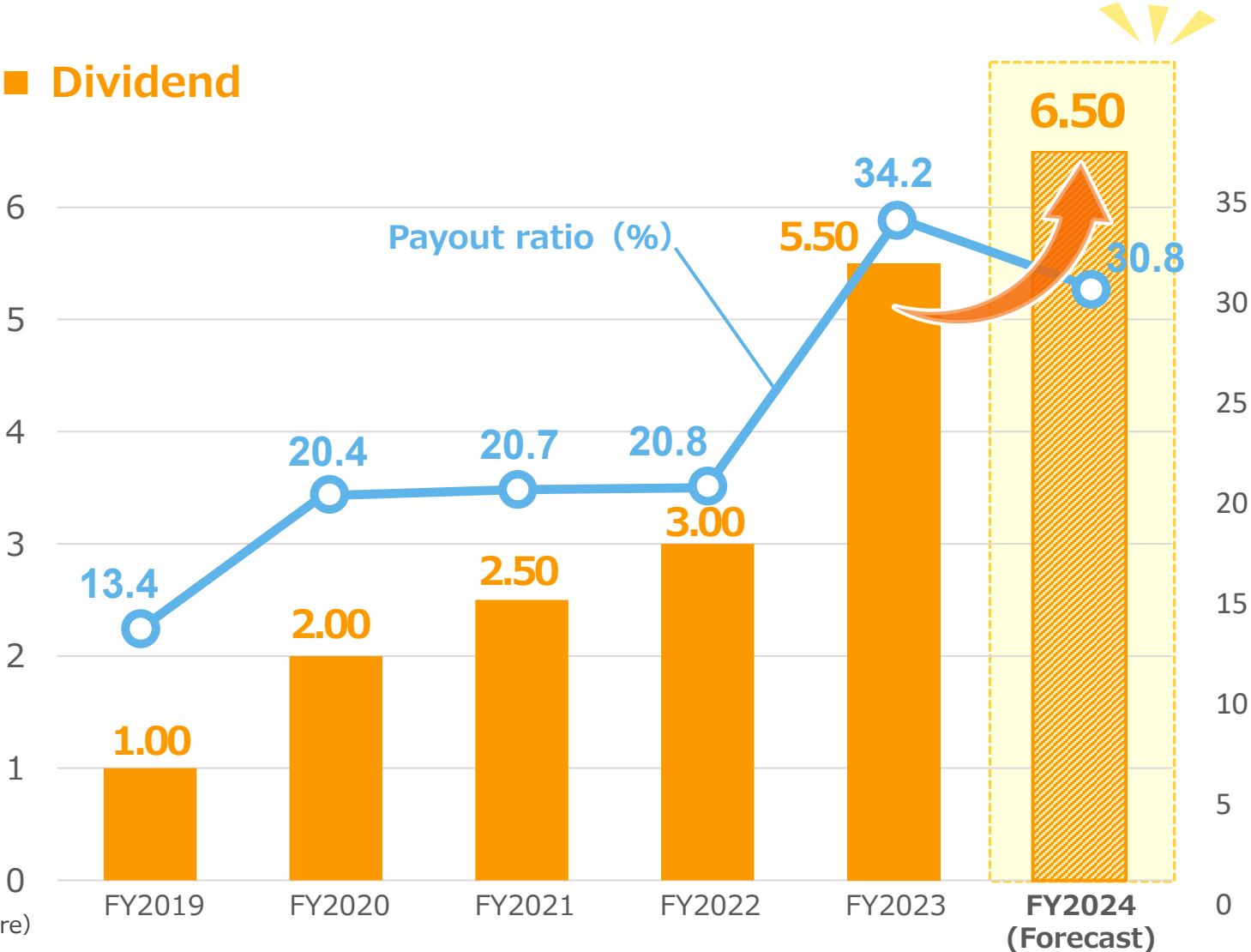


(Unit : 1 million JPY)

segment	service	FY2022,1Q	FY2023,1Q	FY2024,1Q		Difference	
		Net Sales	Net Sales	Net Sales	Composition ratio (%)	Amount	YoY (%)
KANAMIC NETWORK	Cloud	486	557	638	53.6	81	114.6
	Platform	24	44	100	8.4	55	224.6
	Other	8	14	23	2.0	9	160.3
URBAN FIT24	Extend Healthy Lifespan	—	180	280	23.5	99	155.2
Ruby DEVELOPMENT	Solutions Development	—	—	148	12.5	148	—
total		519	797	1,192	100.0	394	149.4

# 1-5. Dividends

The dividend payout ratio standard was changed to 30% or more in the previous fiscal year, and the company plans to increase the dividend for the fiscal year ending September 2024.



(Unit : JPY per share)

# 1-6. Dividends

**In addition to the existing lottery-type benefits, starting with the fiscal year ending September 30, 2023 (23rd fiscal year), All shareholders will receive a coupon for Urban Fit 24.**

In addition to the existing lottery-based benefit program (JCB gift cards as described below), we will begin offering experience tickets to all shareholders for use at Urban Fit facilities. The tickets will be presented to shareholders as of the end of September 2023.

### 13 shareholders will receive JCB gift card by lottery

① Shareholders recorded in Registry of Shareholders as of September 30th of each year who hold 100 or more shares  
**10 winners selected by lottery to receive a prize worth ¥200,000 JCB gift card**

② Shareholders who have held 100 or more shares continuously for 1 year or longer (recorded in the company's year end/interval Registry of Shareholders with the same shareholder number for at least 3 consecutive times)  
**3 winners selected by lottery to win a prize worth ¥200,000 JCB gift card**


The lottery will be impartially conducted at a lottery event, which follows the Ordinary General Shareholders' meeting, and in the presence of Mitsubishi UFJ Trust and Banking Corporation, the Company's shareholder registry administrator. The lottery results will be announced by posting successful shareholders' shareholder numbers on the company website. We plan to send the JCB Gift Cards during the 2nd third of January each year.



**NEW!**

**Special Benefit Coupons presented to shareholders who hold at least 100 shares**

**Urban Fit 24 Experience ticket (Equivalent to ¥5,940 (tax included) )**



**Urban Fit 24 Experience ticket**  
\*Includes free rental towel, wear, and shoes  
\*Up to 2 persons (1 companion allowed) per card at Urban Fit locations nationwide. Up to 2 persons (1 companion allowed) per ticket at all Urban Fit locations nationwide.

\*Please note that in cases where all shares are disposed, subsequently purchased shares will be assigned a different shareholder number.  
\*For the current fiscal year, the plan will be implemented starting with shareholders who are recorded or listed in the shareholders' register as of September 30, 2024 and who hold at least 100 shares. Shareholders listed or recorded in the shareholders' register on all record dates of September 30, 2023, March 31, 2024, and September 30, 2024 with the same shareholder number will be eligible for (2).



## **2.Topics**



**KANAMIC NETWORK**

# 2-1. Our Group Information

November 7, 2023

“URBAN FIT24 Umeda” is the first 24-hour fitness gym in Japan to be certified as a "Designated Exercise Therapy Facility".



厚生労働大臣認定  
健康増進施設

厚生労働省認定  
指定運動療法施設



URBAN FIT24 Umeda, operated by our subsidiary Urban Fit Inc., has been certified as a "health promotion facility" and a "designated exercise therapy facility" by the Minister of Health, Labor and Welfare. With this certification, Urban Fit will launch a new fitness gym service that enables medical cooperation.

This is the first 24-hour fitness gym in Japan to be certified as a "Designated Exercise Therapy Facility" and the first fitness gym in Osaka City to be certified as a "Designated Exercise Therapy Facility" (\*).

We will continue to provide unique "medical fitness" services that offer peace of mind to customers based on medical cooperation, and aim to be certified as a "Designated Exercise Therapy Facility" not only at the Umeda location but also at all of our other locations.

※Reference; Ministry of Health, Labour and Welfare web site (As of October 25, 2023)

### Urban Fit opened its 20th store

“URBAN FIT 24 Tsukuba-Miraidaira”, the first store in Ibaraki !

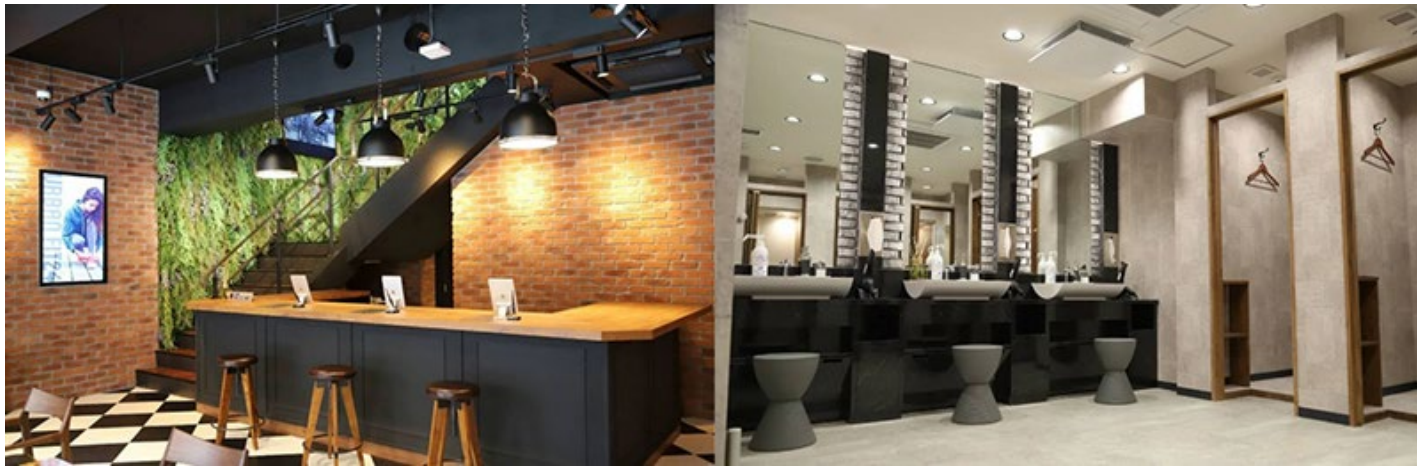


Urban Fit, which operates 19 24-hour fitness gyms mainly in Osaka Prefecture, is pleased to announce the grand opening of its first Ibaraki Prefecture location, “URBAN FIT24 Tsukuba- Miraidaira” on Tuesday, November 14.

Unlike conventional 24-hour fitness gyms with minimal interior design and machines, URBAN FIT24 offers a full range of facilities, high-quality space, and hospitality services designed to improve members’ life performance.

Furthermore, in May 2022, after becoming a major medical and nursing care cloud service group company, we introduced our original “Kenkatsu Coach App,” which utilizes healthcare data and IT, and exercise programs supervised by physical therapists and tailored to each individual’s body. We will provide even more fulfilling services!

# Urban Fit has been granted a Patent Office Design Registration for the interior space of the 24-hour fitness gym



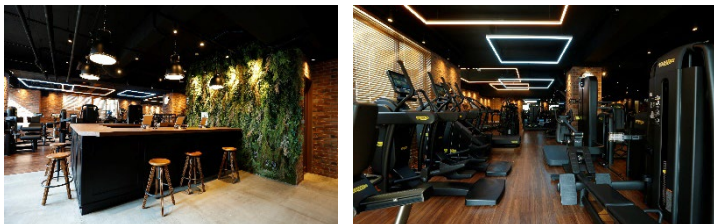
Urban Fit has been granted a design registration for the interior of "URBAN FIT24," a 24-hour fitness center with 19 stores mainly in Tokyo, Osaka, and Aichi.

URBAN FIT24 is a stylish and comfortable fitness center based on the concept of "keep your mind and body active and healthy. The concept of "URBAN FIT24" is to create a stylish and comfortable space.

The design registration was granted in recognition of its interior design, which is different from conventional 24-hour fitness gyms that only have a minimal interior and a row of machines.



# Urban Fit opened its 19th store “URBAN FIT 24 Nagoya-Tsurumai”, the first store in Aichi !



Urban Fit, which operates 19 24-hour fitness gyms mainly in Osaka Prefecture, is pleased to announce the grand opening of its first Aichi Prefecture location, “URBAN FIT24 Nagoya-Tsurumai” on Thursday, November 4.

Unlike conventional 24-hour fitness gyms with minimal interior design and machines, URBAN FIT24 offers a full range of facilities, high-quality space, and hospitality services designed to improve members’ life performance.

Furthermore, in May 2022, after becoming a major medical and nursing care cloud service group company, we introduced our original “Kenkatsu Coach App,” which utilizes healthcare data and IT, and exercise programs supervised by physical therapists and tailored to each individual’s body. We will provide even more fulfilling services!

The materials and information provided herein include so-called "forward-looking statements."

These forward-looking statements are based on current expectations, forecasts and assumptions that involve risks and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements.

These risks and uncertainties include general industry and market conditions, general domestic and international economic conditions such as interest rates and currency exchange rate fluctuations.

The Company undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information or future events.